



Job Description: Sales Executive

Summary:

eLynxx Solutions was founded in 1975, has no debt or venture capital, maintains references and is recognized for its software systems. Clients experience smooth coordination among users, measurable cost savings, reporting and control over marketing, direct-mail, packaging, and/or other printed materials.

The Sales Executive is responsible for developing and closing new business. The Sales Executive will work closely with the Chairman and CEO to identify leads and reach business targets. This individual may also participate in the planning and execution of company marketing activities providing vital input based on their interactions with prospects.

Responsibilities:

- Develop sales opportunities by researching and identifying potential accounts
- Engage pre-established contacts and relationships
- Cold-call prospects generated by internal and external sources of lead
- Handle inbound, unsolicited prospect calls and convert into sales
- Penetrate all targeted accounts and radiate sales from within client base
- Identify decision makers within targeted leads to begin sales process, most often at C Level
- Set up and deliver sales presentations, product/service demonstrations, and other sales actions
- Overcome objections of prospective customers to result in a closed sale
- Collaborate with appropriate team members to determine necessary strategic sales approaches
- Emphasize product/service features and benefits, quote prices, discuss credit terms, and prepare sales order forms and/or reports
- Appropriately communicate brand identity and corporate position
- Assist in creating RFP responses to potential clients
- Support marketing efforts as requested
- Record as directed, prospect and customer activities into designated CRM application
- Attend periodic sales training



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Requirements:

- Pre-established contacts and relationships with C-level executives
- Two to three years of direct work experience in B2B sales (not B2C)
- Demonstrated ability to convert prospects, close deals, and achieve sales quotas
- Solid experience in opportunity qualification, pre-call planning, call control, account development, and time management
- Success in qualifying opportunities involving multiple key decision makers
- Strong knowledge of sales principles, methods, practices, and techniques
- Self motivated, with high energy and an engaging level of enthusiasm
- Strong problem identification and objection resolution skills.
- Ability to build and maintain lasting relationships with clients
- Exceptional verbal communication and presentation skills
- Excellent listening skills
- Strong written communication skills
- Ability to perform basic calculations and mathematical figures
- Ability to travel and attend sales events or exhibits
- Ability to work individually and as part of a team
- High level of integrity and work ethic
- Experience with CRM / CSM software
- University or college degree in Business, Communications, Marketing, or an acceptable combination of education and experience

Working Conditions:

- Some travel will be required
- Ability to attend and conduct presentations
- Manual dexterity required to use desktop computer and peripherals

Send resume to careers@eLynxx.com